



EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

June 8, 1979

- 1022 Shell eggs (Venezuela). Wants 1,000 cases of fresh shell eggs, U.S. Grade "A"-Brown and White. Sanitary permit required from country of origin. Quote C&F La Guaira and Puerto Cabello. Bank ref: Banco Union. Contact: Suzanne Strickland Latham, R. P. L. Integgoional, Apartado de Correos 66678, Zona 106, Caracas, Venezuela. Phone: CARACAS 35 65 70.
- 1023- Orange, lemons, grapefruit (France). Wants to buy U.S. oranges, lemons and
1025 grapefruit, 5,000-10,000 boxes per shipment, in cartons, delivery throughout the season from October to May. Quote FOB vessel. Bank ref: Banco Espanol En Paris Rungis. Contact: Pascual France 40, Rue De Provence Batiment D.9, 94660 Rungis Cedex, France. Telex: 270.310 F. Phone: 687.25-15.
- 1026 Tree seeds (France). Wants tree seeds from California or Florida for trees of various varieties to be used to stabilize soils and forestation in deserted areas of North Africa and Kenya. Shipment in gunny bags. Quote CIF Le Havre, CIF Marseilles. Bank ref: Credit Lyonnais, Lyon and B.F.C.E. Lyon. Contact: Jean Fouilland, Genest S.A., Rue De Luzais, Saint Quentis Fallavier B.P. No. 37-38290 La Verpilliere, France. Telex: 340-808 F. Phone: (74) 94.85.10.
- 1027- Fresh fruits (France). Interested in grapefruit, strawberries, cherries, Kiwi
1030 fruit, grapes and all kinds of exotic fruits. Bank ref: Banco Espanol in Paris, 24 Rue de La Tour, 94150 Min Rungis. Contact: G. Lagueyrie, Ets. G. Lagueyrie, S.A., 20, Rue D'Avignon, Fruleg 643, 94621 Rungis Cedex, France. Telex: 250 036 F. Phone: 686.40.82/49-16/91.65.
- 1031 Exotic fruit drinks (England). Wishes to buy canned exotic fruit drinks, i.e. Hawaiian punch, Caribbean fruit drink (ingredients: orange concentrate, pineapple, paw-paw pulps and lemon concentrates) and tropical fruit drink (ingredients: pineapple concentrates, apricot, orange, pear concentrates, mango pulp and lime concentrates). 100,000 liters (single strength), without artificial flavoring and coloring and concentrates 4:1 or 5:1. Shipped in double poly-steel drums or in form for end use - one liter tetra packs. Delivery in June. Products to be distributed under company's own label. Bank ref: Midland Bank, Haymarket, London. Contact: Keith A. Walker, Exotic Fruit Juice Ltd., 107 Lion Road, Bexleyheath, Kent, England. Phone: 01-304-8297.
- 1032 Canned corn (Ireland). Wishes to buy 20 foot containers of canned corn kernels and cream style corn, and corn-on-the-cob. High quality desired. Packaging of kernels - 24 x 12 oz. cases and 6 x 10 oz. cases. Cream corn 24 x 10 oz. cases. Corn-on-the-cob vacuum packed or in brine. Quotations CIF Dublin. Contact: David Doran, Petersen Ltd., Blackhorse House, Blackhorse Avenue, Dublin 7, Ireland. Phone: 307544. Telex: 31153 PSON EI. Kindly respond by telex because of Irish postal strike.

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I.F.A.S. - Univ. of Florida

- 1033 Canned foods (Egypt). Interested in exclusive representation for canned meats, poultry, vegetables, marmalades, jams, fruits, milk powder and baby food. Contact: Hosni Zaky Moenes, Manager, R.CH.A. & Co., Import/Export Com. Agency, 13 Bosta St., Choubra Cairo, Floor 3, AP. 5, P. O. Box 2698, Cairo, Egypt. Phone: 943511 CAIRO, Egypt.
- 1034 Foodstuffs (Bahrain). Large firm with diversified business activities including wholesale foodstuffs seeks distributorship agreement with manufacturers/producers of full line of foodstuffs, including dairy products, preserved fruits and vegetables, grain mill products, bakery products, confectionery products, shortening and cooking oils, and bottled/canned soft drinks. Contact: M. A. Raoof, General Manager, Universal Enterprises, P. O. Box 1062, Manama, Bahrain. Cable: GULFPRIZE Telex: 8313 CPRIIZE GJ. Phone: 255645.
- 1035 Lentils (Germany). Urgently needs 10,000 mt of red split lentils from new crop, impurities not exceeding 2% and unhusked grains max. 2%, shipment of 5,000 mt in June, balance in July. Prices should be quoted CIF Colombo/Sri Lanka. Terms of payment - Letter of Credit. Firm was established in 1965 and is engaged in export/import activities throughout the world. Contact: Mr. Schuerer, Josef Vipavc Export/Import, Bubenholdenstr. 44, D-7000 Stuttgart 30, Germany. Telex: 721661. Phone: 001149-711-857997.
- 1036- Almonds, peanuts, prunes (Belgium). Wants to buy shelled or unshelled almonds
1038 and peanuts, and dried prunes. Almonds and prunes, 3-4 metric tons each, every 3 months; peanuts, 18 tons every month. First and second quality in 50 kilo bags. Quote FOB U.S. ports. Bank ref: Banque Generale. Contact: Walter Van Duytekomp, Manager, Vereigde Bedrijven Pvba, Karel Van Overmeirelaan 7, B-2100 Deurne (Belgium). Telex: 32933 INTXAN to the ATTN: Mr. Van Duytekomp. Phone: 031/25.32.52.
- 1039 Joint venture for nursery (France). French nursery seeks American partner to expand capital base. Interested parties should contact: Marcel Marchand, Chairman, Pepinieres France Production S.A., "La Vallinière", B.P. 7, 49170 Ingrandes-sur-Loire, France.
- 1040 Hog and poultry turnkey operation (Venezuela). Comporzulia, C.A, of Venezuela is interested in establishing a fully integrated pork and poultry enterprise and would like to contact experienced U.S. firms that can provide technology and equipment for a turnkey operation. The estimated value of the project is \$29 million. The plans include growing corn and sorghum on 1,500 hectares of land, installation of a feed plant producing 120 tons daily of poultry and hog feed, large scale production of pork and chickens, and processing plants producing 10 tons of chicken products and 10 tons of pork products daily. Firms interested in further details should contact: William J. Mills, FAS, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: (202) 447-6514.
- 1041 Calves liver (Chile). Interested in importing an undisclosed quantity of U.S. calves liver. Contact: Alfredo Rioja Iver, P.A. Rio Ja Y Cia. Ltda., Huerfands 1178 - Of. 430, Fond 65864, Santiago, Chile. Telex: FOR CURCIA SGO 260.
- 1042 Eels (Netherlands). Wants container loads of live eels. Quote CIF Rotterdam. Bank ref: Amro-Bank, Waddinxveen. Contact: A. Eringer, Driarn Trade, Groenzoom 24, Waddinxveen, Netherlands. Telex: 33574. Phone: 01828-8588.

- 1043-1045 Evaporated milk, honey, juices, mixer drinks (England). Wants to buy container loads on regular basis of evaporated milk in 170 gm and 410 gm cans, honey in 325 and 350 gm reusable glass tumblers and 500 gm screw top jars, unsweetened juices in 46 oz. cans, and mixer drinks in screw top bottles. Quote C&F Dubai. Bank ref: Dubai Bank, Dubai, UAE. Contact: Saeed A. Malik, Galadari Brothers Group, 47 Great Cumberland Place, London W1H 7LH, England. Telex: 299806. Phone: 01-723 0393.
- 1046 Corn (Egypt). Arab Republic of Egypt, General Authority for Supply Commodities, Purchasing Committee for Grain Products, 24 Gomhoria Street, Cairo, A. R. E., has tender with closing date June 30 for 100,000 mt of corn, plus/minus 5%, U.S. No. 2 or better yellow corn moisture 14% maximum, up to 15.5% acceptable with bonification 1% for each 1% and fractions in prorata in excess of 14%. Other specifications are per U.S.D.A. Standard Specifications. Quote per metric ton FOB vessel, stowed and trimmed, at USA port of export. Shipment July/August 1979. Financed under AID Loan 263-K-045. For details Contact Agency for International Development (AID), Washington, D.C. (202) 235-8862.
- 1047 Cotton seed for planting (Ecuador). Farmer in Ecuador wants to buy Grade "A" cotton seed for planting. Quote C&F Guayaquil. Contact: Juan Chagerben, Casilla 7083, Guayaquil, Ecuador. Phone: 528-028.
- 1048 Corn (Brazil). Interested in buying 7,000 metric tons of corn, suitable for mixed feed production. Quote C&F or FOB. Bank ref: Uniao De Bancos Brasileiros, Agencia Itaim - Sao Paulo. Contact: Ricardo Wolff, Transmarket S.A., Comercio Internacional, Av. Brig. Faria Lima, 1651-11 Andar, Sao Paulo, SP, Brazil. Telex: 21248 TCI. Phone: (011) 212-7255 and (011) 211-9943.
- 1049 Broilers (Venezuela). Wants to buy broilers, 260 metric tons per month, U.S. Grade A, cartons and individually packed in plastic bags, delivery soonest. Health certificate of country of origin is required. Quote CIF Maiquetia, Venezuela; Bank ref: Banco De Venezuela; Banco Royal. Contact: Ramon Montana, Aduanera Continental, Ave. No. 10, Quinta Alborada, Altamira Norte, Caracas, Venezuela. Phone: 33-48.54.
- 1050 Black beans (Venezuela). Wants 5,000 mt of black beans, U.S. No. 1, in 100 lb. bags, delivery soonest, phytosanitary permit of country of origin is required. Quote CIF La Guaira, Venezuela. Bank ref: Banco de Venezuela, Banco Royal. Contact: Ramon Montana, Aduanera Continental, Quinta Alborada, Ave. 10, Altamira Norte, Caracas, Venezuela. Phone: 33.48.54.
- 1051 Dried milk (Venezuela). Wants to buy powdered milk, 100,000 cases of 6 cans each (2.25 kilos). Needs health certificate of country of origin-cans should be labelled Instituto Nacional De Nutricion. Quote CIF La Guaira, Venezuela. Bank ref: Banco Venezuela; Banco Provincial. Contact: Ramon Montana, Aduanera Continental, Quinta Alborada, Ave. 10, Altamira Norte, Caracas, Venezuela. Phone: 33.48.54.
- 1052 Soybean products, vitamins (Spain). Wishes to be put in touch with manufacturers of soy powder, soy flavour, Vitamin C (crystallized), and polyphosphate. Contact: Arno A. Krakauer, Farpa, S.A., via Layetana 26, Barcelona 3, Spain. Phone: 3191504/3191508.
- 1054 Rice (Syria). Tender with closing date June 25 for 15,000 mt plus/minus 5% of milled rice, max. 5% broken, bagged in new uniform jute bags 50 kilos each,

shipment July/August 1979 in one lot. Bid bond required. Those with previous business experience with TAFCO 2%, and 5% Performance bond, others, 5% and 10%. Official brochure showing specifications of offered rice required with offer. Quote C&F Free Out. Contact: Salem Haddad, Managing Director, TAFCO, P. O. Box 893, Damascus, Syria. Telex: 11009 SY or 11370 SY. Cable: TAFCO, Damascus. Phone: 228521 or 118919.

- 1055- Canned meats (Germany). Wants various types of high quality canned meats for
1056 shipment to Nigeria, in consumer size cans in cartons. Also several tons of long grain rice, 3mm or longer, in 50 kg sacks. Quote FOB U.S. port, East or Gulf Coast. Letter of Credit. Bank ref: Deutsche Bank, Wuerzburg. Contact: Herr Schiffer, Imex, Import/Export WarenhandelsGes. MBH, Hoerleingasse 8-10, D-8700 Wuerzburg, Germany. Telex: 68819. Phone: 0931/50406.
- 1058 Supermarket items (Saudi Arabia). Firm opening chain of supermarkets within next 18 months wants to establish connections with a U.S. company for providing foods and other items on a consignment basis. Will welcome a joint venture participation in management. Bank ref: Saudi British Bank, Jeddah. Laique Rehman, a representative of the firm is now in the U.S. and can be contacted until July 1 at 800 Nelson Street, Rockville, Maryland 20850. After July 1 he can be reached at the home address of the firm listed below. Contact: Laique Rehman, Tarik Bin Ladin Organization, P. O. Box 953, Jeddah, Saudi Arabia. Telex: 401478. Phone: 55940/57037.
- 1059- Frozen meats, chicken (Singapore). Seeking U.S. suppliers of frozen meats and
1060 frozen poultry. Bank ref: The Chartered Bank, 28/30 Battery Road, Singapore 1. Contact: Seah Soon Hung, Managing Director, Teck Long Co (PTE) Ltd., Suite 505, 5th Floor, Fook Hai Building, 150 South Bridge Road, Singapore 1. Cable: TELONGCO. Phone: 222-1939. Telex: RS 23692.
- 1061 Dietetic foods (Ecuador). Interested in exclusive agency and distributorship for dietetic foods and dietetic bakery and sugar and confectionary products, including dietetic chewing gum. Send literature and quote C&F Guayaquil. Contact: Jorge Murillo-Pareja, Jormupa Cia Ltda., Casilla 3251, Guayaquil, Ecuador. Phone: 388-354.
- 1062 Edible pine seed (Japan). Wants to buy edible pine seed with cone, 10 metric tons monthly. Natural dry. Dimension of sample (5 kg) required. Packaging 20-30 kg in a jute bag. Quotations C&F Kobe. Immediate shipment. Bank ref: Tokai Bank, Sakurabashi Branch. Contact: Seigo Hirao, Fishery Department, Sanei Trading Co., Ltd., Nishida Bldg., 10-28 Utsubo-Honmachi 3-Chome, Nishi-Ku, Osaka 550, Japan. Telex: J63516 PROSPERS. Cable: PROSPEROUSTRADE. Phone: 06-448-2351.

FAS Export Promotion Program. A tentative schedule of 32 foreign export promotions for Oct. 1, 1979 to Oct. 31, 1980 has been released by the Foreign Agricultural Service. Twenty-six countries will be covered by exhibits and sales teams for U.S. foods, livestock and other agricultural items, including initial promotions in Korea, Norway and the Canary Islands. For copies of the schedule and information regarding these promotions, contact William F. Dobbins, Director, Export Trade Services Division, FAS, U.S. Department of Agriculture, Washington, D.C. 20250. (202) 447-6343.

Foreign Trade Developments

CONGRESS TO CONSIDER TRADE AGREEMENTS...

The agreements reached by the U.S. in the Tokyo Round of Multilateral Trade Negotiations in Geneva this spring and legislation implementing the agreements are scheduled to go to Congress for approval by mid-June.

The agreements will result in reduction of tariff and non-tariff barriers and in key duty bindings in major U.S. agricultural markets, including Japan and the European Community.

Tariff and quota concessions offered to the United States cover almost \$4 billion in export trade on a 1976 basis. Products covered include high-quality beef, pork, turkey, soybeans, fresh and canned fruit, fruit juices, almonds, and tobacco, and a wide range of other items--more than 400 in all.

Potentially even more important for the long term was negotiation of a series of international codes to bring under control the use of non-tariff barriers. The codes extend the trading system of the General Agreement on Tariffs and Trade (GATT) into areas where it had not previously reached and elaborate on existing rules and procedures.

The economic benefits of the agreements are difficult to measure. Concessions offered to the United States involve almost \$4 billion in exports, but that is a rough measure of trade affected today, not what this trade will mean in the future.

In the Dillion Round of trade negotiations in the early 1960's, for example, the United States negotiated a duty-free binding on soybeans to the European Community. At that time, it covered export trade worth about \$150 million. Today, soybean exports to the Community are valued at more than \$2 billion yearly.

Similarly, there is no price tag on the benefits from the international codes. But the subsidies code, as one example, reduces the unfair advantage U.S. competitors have had through the use of subsidies in markets for grain worth nearly \$12 billion to U.S. producers last year and for poultry products worth \$330 million.

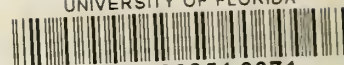
To achieve benefits, the United States offered tariff concessions of its own, covering about \$2.6 billion in agricultural imports in 1976. In addition, the U.S. cheese import quota was increased by about 15 percent over 1978 levels. At the same time, however, the so-called "price break" cheeses, which has accounted for virtually all the growth of U.S. cheese imports since the mid-1960's, were put under quota for the first time.

Japanese beef purchases. The Japanese Livestock Industry Promotion Corporation (LIPC) announced purchase of 1,576 metric tons of U.S. frozen grain fed beef cuts under tender called on May 30. This, the second LIPC tender against the 1979 Japanese fiscal year (JFY79) quota, called for 1,600 metric tons of grain-fed beef. Purchases with the amounts tendered in parenthesis were as follows: Square Cut Chuck 142 mt (100); Short Plate 1,016 mt (900); Striploin 306 mt (300); and Beef Skirt Plate 112 mt (300). All purchases are to be delivered by August 15. Including the beef skirt plate, which does not count against

the High Quality Beef Quota of 10,000 mt granted by the Japanese in JFY-1978, the above purchases represent 1,464 mt of High Quality beef. Together with the LIPC first tender purchase of 2,150.5 mt, JFY-79 purchases now total 3,614.5 mt of High Quality beef. Only 134 mt of Beef Skirt Plate have been purchased.

Japanese temperature/time standard for roast beef. The Japanese Ministry of Health has advised that the only acceptable temperature/time standard for the roasting process for beef cuts exported to Japan is an internal temperature and time of 145 degrees F. for 30 minutes. The alternative temperature/time combinations for roast beef announced by the Food Safety and Quality Service, Meat and Poultry Inspection (MPI) through MPI Bulletin 79-16 are not acceptable. Reference: MPI Bulletin 79-57, dated May 30, 1979.

UNIVERSITY OF FLORIDA



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